

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA IMMEDIATE

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E.O. 11652: N/A

TAGS:BEXP, ID

SUBJECT: US FIRM REQUESTS INFORMATION AND ASSISTANCE

1. REED MANUFACTURING COMPANY OF ERIE, PA, 16512, CALLED DEPARTMENT APRIL 5 TO REQUEST DEPARTMENT'S ASSISTANCE IN PROVIDING INFORMATION NECESSARY TO MAKE DECISION WHETHER OR NOT TO BID ON INDONESIAN GOVERNMENT CONTRACT INVOLVING INDONESIAN STATE GAS COMPANY. REED, WHICH MANUFACTURERS HAND-OPERATED PLUMBING TOOLS, HAS LEARNED OF A BID REQUEST BY GOI FOR SOME 12,000 DOLS WORTH OF TOOLS. REED HAS NOT YET DONE ANY BUSINESS IN INDONESIA, BUT HAS BEEN DEALING WITH A LOCAL FIRM SEEKING TO REPRESENT THEM IN THIS AND OTHER TRANSACTIONS. FIRM, P. T. BAKRIE (PRINCIPAL: IR ABURIZAL BAKRIE), P.O. BOX 1191, JALANASEMKA, 12-A, JAKARTA, (TELEPHONE: 22178, 23230, AND 23861) HAS NOW WRITTEN REED ADVISING THAT IT NEEDS POWER OF ATTORNEY FROM REED IN ORDER TO PARTICIPATE IN BIDDING ON REED'S BEHALF. MS. JULIE STEVENSON OF REED (TEL: 814-452-3691) WANTS TO KNOW IF POWER OF ATTORNEY IS COMMONLY REQUIRED FOR BIDDING OF THIS TYPE. ALSO, SINCE FIRM HAS NOT HAD ANY ACTUAL DEALINGS WITH BAKRIE, WOULD APPRECIATE ANY

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INFORMATION ON BAKRIE'S REPUTATION AND RELIABILITY.

2. DEPARTMENT OFFICER OUTLINED SERVICES AVAILABLE, PARTICULARLY WTDR/ADS, BUT STEVENSON, WHO WAS FAMILIAR WITH THESE, SAID THAT TENDER FOR THIS SALE CLOSES APRIL 20 AND THAT ALL BIDS MUST BE RECEIVED BY APRIL 10. STEVENSON ADDED THAT ALTHOUGH THIS PARTICULAR SALE IS RELATIVELY SMALL, IT COULD MEAN PROFITABLE INTRODUCTION INTO INDONESIAN MARKET FOR THIS SMALL MANUFACTURER WHICH HAS ASSIDUOUSLY BUILT UP ITS EXPORT BUSINESS TO TOTAL 42 PERCENT OF PRESENT SALES. ACCORDING TO STEVENSON, REED DOES EXTENSIVE BUSINESS WITH SINGAPORE, MALAYSIA, AND OTHER COUNTRIES IN REGION.

3. WOULD APPRECIATE ANY INFORMATION EMBASSY MAY BE ABLE TO SUPPLY ABOUT BAKRIE AND BIDDING PROCEDURE. SISCO

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